



LIA

Successful Relations and Growth

Effective Communication and Influencing People

KEY LEARNING OBJECTIVES:

Strengthen your influencing and persuasion skills

- Become aware of the techniques of influencing and how they are best used to persuade different styles of decision makers.
- How do you Speak, Present, Persuade, Influence, and Sell Your Point of View?

Effective Communication skills

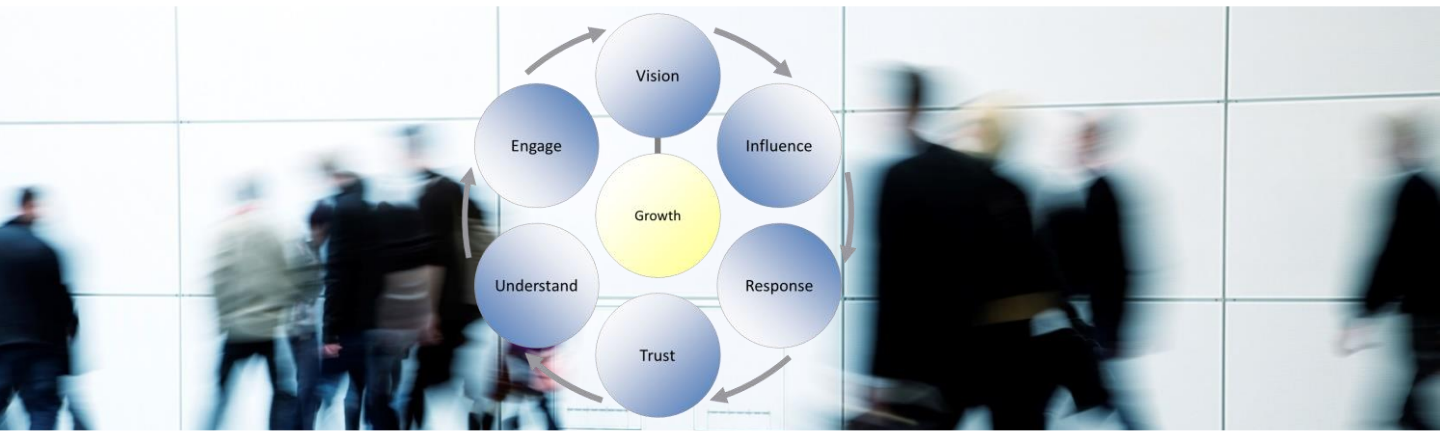
- Learn how to communicate effectively (using the body, tone and words).
- Listen, Ask Great Questions and Bring Out the Best in People.

Cross-Cultural Understanding & Relationship building

- Know the eight scales of cultural awareness
- How do you build relationships with people of different cultural backgrounds than your own?

Conflict Resolution

- Dealing with Conflict, Difficult Conversations and Complaints.



The seminar will be run by Sanjeev Soni and Erling Linna:



Sanjeev is a professional trainer and a lecturer in high demand. He has run workshops for more than 50 nationalities to enhance competence of shipping professionals. He specializes in Effective Communication, Interpersonal skills, Cross-Cultural understanding, and has an extensive experience from the maritime shipping industry.



Erling is a Business Facilitator and Coach. He is working with international companies on Strengthen the Leadership, Team spirit and Culture. He has sailed as senior officer in world-wide trade, held the position as chartering manager and shipbroker, and has extensive experience from the maritime industry and management positions.

Date/Venue: Tuesday 5th September 2017, at 1300-1700 hours at Christiania Qvartalet Møtesenter Grev Wedelsplass 7, Oslo

Fee/Register: Participation fee NOK 2750 per person and Register by email to lia@erling-linna.com or phone +45 24224820

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